

GUIDING MONTANA BUSINESSES TO

Success



The Dealership Alternative

Now there's a better way!

John Elliott is a car sales person that comes from a family of car sales people. He

decided that it was time to try and change how people buy vehicles. He started Elliott Auto Brokers five years ago in 2007 in Helena. After several years in the business, Elliott began to feel that not many people truly trusted car sales people (partly because they *are* trying to sell you a car!). Elliott wanted that to change, and began focusing on a strategy of helping clients buy a car, and not sell them a car. Elliott approached the Small Business Development Center at Montana Community Development Corporation for help with his financials. Denis Blackstun, an Accounting Advisor with Montana CDC, a position partially funded through the Small Business Jobs Act of 2010, helped Elliott record his gross sales and cost of goods and improved his balance sheet so Elliott could qualify for a loan to expand his current business. Since seeking assistance from the SBDC, Elliott Auto Brokers has changed the business name to The Dealership Alternative, and has increased sales to the point where Elliott was able to add three new employees and move the business to a new location.

SBDC at Montana Community Development Corporation

Advisor: Denis Blackstun

Client: John Elliott

Impact: Business Expansion

Financing Received

